



# Navy-Industry International Dialogue

08 November 01

# Today's Agenda

- **Welcome and opening remarks**
  - Mr. Sam Sevier, Chairman, NDIA International Committee
- **Director's Remarks**
  - Rear Admiral Don Newsome, Director Navy IPO
- **Transparency**
  - Mr. Upinder Dhinsa, Raytheon, Team International – an Industry Viewpoint
  - Mr. John Richards, General Dynamics, Company Day – an Industry Viewpoint
  - Mr. J. Sholten, Royal Navy of the Netherlands, Transparency in Contract Negotiations – a Customer Country Viewpoint
  - Mr. Wayne Lundquist, Lockheed Martin, Transparency in LOA Development and Contract Negotiations – an Industry Viewpoint
  - Mr. Rich Bennis, NAVICP, Partnering with Industry
- **Discussion period**
- **International Sales Arrangements (RADM Newsome)**



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RADM Don Newsome  
Director Navy IPO

# Agenda

- Priorities and pillars for Navy IPO
- Director's Perspective
  - Highlights from my recent trips (where I've been and where I'm going)
  - Company Day Status Report
  - Campaign Plan Status Report

# Priorities and Pillars

## PRIORITIES

COUNTRY  
PROGRAM

NAVY

## PILLARS

PEOPLE  
COMMUNICATION

MONEY



# Paris Air Show

## **18-20 June 2001**

- Met with senior French military officials including VADM Lamoulen, French Delegation Generale pour l'Armement (DGA).
- V-22 Press Conference held by General Jones, Commandant USMC.
- Met with executives from Raytheon, Lockheed Martin, Northrop Grumman, Boeing, General Electric Aircraft Systems, BAE Systems, Bell Helicopter TEXTRON.
- Issues Discussed:
  - Global Hawk/Fire Scout
  - Joint Strike Fighter
  - Hawkeye 2000
  - MMA solutions
  - Possible AEGIS alternatives
  - F/A-18 E/F

# **Malaysia Air Show**

- Trip cancelled due to events of Sept. 11
- F/A-E/F did participate

# **Trips**

- November
  - Navy/Marine Corps CEO Conference – Norfolk



# Trade Shows

## Advanced Planning and Funding

### • Air Shows

- Asian Aerospace, Singapore  
02

Feb

- FIDAE, Chile  
Apr 02

1-7

- Farnborough, UK

Jul 02



### • Ship Shows

- Working with DSCA to coordinate DoD booth at shows.

- Upcoming:

- Pacific 2002, Sydney  
02

29 Jan



# Company Day Status Report

- The pool of candidate companies for Company Day will be drawn from all four tiers of acquisition suppliers (primes, major subs, subs and service). The starting point will be interested firms drawn from a list of the top 50 suppliers to the DoN.
- Initial Company Day events will be chaired by IPO-00 with IPO-09 present.
- Follow-up Company Day events will be co-chaired by IPO-01 and 02 and attended by appropriate action officers. These sessions will focus on status of actions from initial sessions, as well as any new issues that have arisen.

# Company Days

- Company Days already conducted:

Raytheon	12 Sep 00
Boeing	12 Oct 00
Lockheed Martin	18 Dec 00
General Dynamics	13 Mar 01
ITT	06 Apr 01
BAE Systems NA	17 Apr 01
United Defense	04 May 01
EDO	09 Aug 01
Northrop Grumman/Litton	28 Sep 01
Bell/Textron	25 Oct 01

- Future Company Days:

SAIC	27 Nov 01
Booz-allen & Hamilton	10 Jan 01
Rockwell Collins	Feb (TBD)
GE	Mar (TBD)
DynCorp	Apr (TBD)

- Follow-up meetings:

Raytheon	18 Jul 01
General Dynamics	04 Oct 01
Lockheed Martin	15 Nov 01
Boeing	4 Dec 01

# Campaign Plan Status Report

- *Working closely with PEOs/DRPMs.*
- *Once developed, a campaign plan is signed by the PM, the Prime and Director, Navy IPO.*
- *A list of initial programs is provided below. Considering adding to that list in the future.*

## Players

- CinCs
- DSCA
- Department of Commerce
- Department of State
- Industry
- Navy IPO
- PEO/DRPMs/PMs/SYSCOMs

## Programs

**NAVSEA** Standard Missile 2 (SM-2), Rolling Airframe Missile (RAM), Evolved Sea Sparrow Missile, Aegis Combat System

**NAVAIR** P-3/MMA, F/A-18E/F Hornet, AH-1Z, V-22, ARC 210, MIDS, Aim 9X (possibility)

**MARCOR** Advanced Amphibious Assault Vehicle (AAAV)  
MK-46 Weapon Station (30/40mm automatic gun)

**SPAWAR** Link-16, GCCS-M, SATCOM, BF EM-66

**USCG** Deepwater



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